

## Come Join the Club

*Jersey Business Leaders Hope Banding Together Will Open Up Opportunities.*

They don't have a secret handshake, initiation ritual or a fancy clubhouse, but 15 South Jersey companies have teamed up to offer a one-stop network of business solutions to entrepreneurs on the move.

The group is known as the Jersey Business Leaders, and its membership consists of South Jersey business owners willing to bring a consistency of effort and skill to challenges ranging from communications and construction to marketing and makeovers.

"A business moving to the area, or starting up, upgrading or changing in any way here will benefit from our network," says Gregory Gutos, the founding member of Jersey Business Leaders. His

USAPhone.com communications company was one of five charter members of Jersey Business Leaders when it started four months ago. Now there are 15 members.

"We're the power of 15 rather than one," says Gutos. "We're bonded together based on a commitment of excellence. When we send a business owner from one of our members to another for solutions across the spectrum, the owners know that we "all" stand behind the quality of our product and service."

The Jersey Business Leaders offer more than IT help or advertising opportunities as part of their wide range of skill sets. They also hope to play a role in helping out in South Jersey when a need exists, such as when they raised money for the surviving family members of Burlington County election official Michelle Ferrel who perished with her son in a February fire.

"That's just a small example of how we can help," says Gutos. "We want to be a force in South Jersey for causes that make sense."

Gutos is adamant that Jersey Business Leaders is not out to nudge aside other business support organizations like the chambers of commerce.

"There's a place for other organizations, obviously," he says. "Here's where Jersey Business Leaders is different – we are the owners willing to deal directly with business owners or decision makers for any organization that is purchasing products for their company. You can buy in confidence...

knowing that each member relies on the members for continuing referrals and business opportunities. We not only have an obligation to our customers, but also to the members of the Jersey Business Leaders!" Each JBL member is pre-approved by the members..before becoming a member.

"Well, in our group, we are the owners. We can make things happen fast," concluded Gutos.

This club is not only fast, but free. There is no membership fee.

"The application process is simple: a majority vote for new candidates based on the reputation of the new owner's business success," says Gutos. "Remember, we're standing behind

each other. We're networking partners. If I install a new phone system for a customer, I can recommend with confidence where they can get an excellent service and value on an office fit-out, furniture, copiers, computers, security or legal help, for example."

Gutos has been working at and building business relationships for the past 30-plus years in South Jersey, living first in Cherry Hill and now Moorestown.

Meetings are "family friendly" and JBL members invite

business owners and family as guests! The JBL looks for entertaining places to meet, like the Camden RiverSharks and the Pinsetters bowling lanes. We are planning a JBL meeting at the Philadelphia Soul +arena... maybe even get to meet with Jon Bon Jovi! (co-owner of the Phila Soul football team)

**Communications:**  
-- USA Phone.com provides sales, service and support from ordering phone and high speed internet service to providing the phones and voicemail systems.

-- TMC/COMPCO has offered a full line of mail processing solutions since 1922, from postage meters, shipping systems, paper folders and postal discount software.

**Construction:**  
-- Wittman Construction provides full-service commercial construction  
-- new buildings, renovation,

additions, tenant fit-out, building maintenance and repair, office, retail, warehouse, industrial.

**Furnishings:**

--Tri-R provides help with any small or large office space requiring furniture of top quality manufactures -- seating, filing and storage, cubicle systems.

**Insurance:**

--AJM. Anderson Jackson Metts has provided the insurance coverage and financial security options for growing businesses and families since 1944.

**IT:**

-- Pro Computer Services is a single-source provider of computer support services for business and residential customers. PCS does, among other things, networking, virus and spy ware removal, Dell hardware sales, and custom software applications.

--Executive Imaging Systems sells and services color copiers and printers, computer network and software solutions, plus document storage and retrieval solutions.

**Legal:**

--Thomas J. Shusted, Jr., Attorney at Law, has been practicing law since 1981, specializing in the areas of litigation, Municipal Court, criminal defense, personal injury, family law, real estate, wills and estates.

**Marketing/Design:**

-- b2 design is a graphic design studio

specializing in marketing collateral, corporate identity, websites, flash animation, illustration, advertising and design.

**Moving/Storage:**

--Sinclair-Mayflower is a relocation and storage company that provides services locally, nationally and internationally.  
**Publishing/Advertising**  
--South Jersey Magazine, the lifestyle magazine that focuses on the issues such as health, lifestyle, sports, celebrity, family and fashion. Plus its sister programs:

southjersey.com and Suburban Home & Garden Resource Guide.

-- At the base of the Ben Franklin Bridge, the baseball Riversharks provide messaging opportunities and entertainment attractions for South Jersey businesses at Campbell's Field.

**Security:**

--Evesham Lock & Safe has been providing excellence in commercial and residential services of locksmithing, safes, cctv, fire alarms, burglar alarms and 24-hour central station monitoring since 1991.

**Signage:**

--ABC Sign Systems of Pennsauken manufactures completed awning systems, ready to install, wholesale to the sign industry.

**Staffing:**

--Ashley McKenzie provides employment and staffing services in Mt. Laurel.



Greg Gutos, USA Phone pictured with his son, Luke Gutos



Brant Beaupre, Two Design; Diane Perdicaro-Probst; Printing Unlimited pictured with Thomas Wittman, Jr., Wittman Construction

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